5/

51844 7145 c/m: 5-7-98

RICE OIL CHAIN ID # 2666-00-00

RJR 1998 PROMOTION CALENDAR

APRIL	MAY	JUNE	JULY
Accrual/Defense Program	**Accrual/Defense Program**	**Accrual/Defense Program**	**Accrual/Defense Program**
Start Date 4/6/98	**Start Date** 5/18/98	Start Date	**Start Date**
End Date 5/17/98	**End Date** 7/5/98	End Date	**End Date**
CAMEL $2.00 / 2 0 CENTS OFF	CAMEL / WINSTON $3.00 / $.30 OFF CARTON & PACKS		
Value Added Promotion	**Value Added Promotion**	**Value Added Promotion**	**Value Added Promotion**
Temp. Display Approved Y	Temp. Display Approved Y	Temp. Display Approved Y	Temp. Display Approved Y
CAMEL BUY 2 PACKS GET 1 @ $.10	WINSTON 70 CENTS OFF 2 PACKS	DORAL BUY 1 CET 1 FREE	
DORAL BUY 1 GET 1 FREE	CAMEL BUY 2 GET AT SHIRT	CAMEL $.85 CENTS OFF 2 PACKS	
Doral/Monarch	**Doral/Monarch**	**Doral/Monarch** 1638 DMC RM 3 L1 L5	**Doral/Monarch**
Start Date ongoing	**Start Date**	**Start Date**	Start Date
End Date	End Date	End Date	End Date
N.H. / VT $3.50 / 35 CENTS - DORAL			
MASS. $3.00 / 30 CENTS - DORAL			
ALL LOCATIONS $3.00 / 30 CENTS MONARCH			
Other Programs	**Other Programs**	**Other Programs**	**SALEM TEAR TAPE**
Start Date	**Start Date**	Start Date	**Start Date** 7/1/98
End Date	**End Date**	End Date	**End Date**
			SALEM $.30 OFF
			4 CARTON SHIPPER
			2ND WEEK OF MONTH

Contract Information

ALL PROMOTION PAYMENTS TO BE MADE AT CHAIN HEADQUARTERS

Chain Involvement on Specific Program or Promotion

RJR Manager RICH TANCHYK

Voice Mail # 69136

Retailer

Date

RICE.XLS

5/4/98

Source: https://www.industrydocuments.ucsf.edu/docs/mspy0000

51844 7146

c/m: 12·18·97

RICE OIL CO / CHAIN I.D.# 2666-00-00

1998 PROMOTIONAL CALENDAR

JANUARY	FEBRUARY	MARCH	
Start Date End Date	Start Date End Date	Start Date End Date	1638-DM
[illegible]	[illegible]	[illegible]	
DORAL - 30 CENTS BACK [illegible]			
DORAL - 35 CENTS BACK [illegible]			
MONARCH - 30 CENTS BACK [illegible]		[illegible] LOCATIONS	
[illegible] Program	[illegible]	[illegible]	
N/A			
National Promotion	[illegible]	[illegible]	
Delivery Dates	Delivery Dates	Delivery Dates	
WINSTON - 70 CENTS OFF 2 PACKS, DORAL $1.00 OFF 2 PACKS	CAMEL - BUY [illegible] FREE DORAL - BUY [illegible] FREE		

ALL PROMOTION PAYMENTS WILL BE MADE [illegible] QUARTERS

CHAIN WILL PRODUCE AND PLACE WINDOW [illegible] ADVERTISING CAMEL, WINSTON, DORAL AND MONARCH [illegible]

RJR Manager HERB [illegible]

Voice Mail # [illegible]

Retailer DON RISATTI

Date ____________

RICECAL.XLS

12/8/97

Source: https://www.industrydocuments.ucsf.edu/docs/mspy0000

FSC-98-B

ROU Brief - 6/10/98

For: AVP/RSM/RBM/ROM/KAM/AM/DM/RM/AE/MC/PC/PRC/SC

CONTENTS

1. ***Retail Programs***
   - WINSTON Multi-Style 20-Pack Display
   - MONARCH and BEST VALUE General Market Pack Sticker Availability
   - DORAL Sleeves
2. ***SMS***
   - DORAL Repacks Availability - New Graphics
3. ***Systems***
   - Draft Error Correction in TPS
4. ***Other***
   - Vehicles

RETAIL PROGRAMS

➡ ***WINSTON Multi-Style 20-Pack Display***
(Contact: Lori O'Connor, #3019)

- Allocations for item #545423 have been reloaded at the region level.
  - Light has been added to display.
  - First ship date for display is June 29.

➡ ***Monarch and Best Value General Market Pack Sticker Availability***
(Contact: Mike Moore, #2858)

- Effective June 10, 1998, orders can be placed for Large and Small Pack Stickers for MONARCH and General Market BEST VALUE brands.
- Use F3-Fill Form 1162 "Generic POS, Package Tags and Display Order Form." Submit form through ROU.
- Each SKU of Large Pack Stickers contain 30 stickers per SKU. Small Pack Stickers contain 120 stickers per SKU. Only order what you need.

Item #	Per SKU	Description
405935	1 ea (120)	MONARCH Small Pack Sticker
405902	1 ea (30)	MONARCH Large Pack Sticker
546035	1 ea (120)	BEST VALUE General Market Small Pack Sticker
546032	1 ea (30)	BEST VALUE General Market Large Pack Sticker

7/24
Bill -
any news?
Lou

➡ ***DORAL Sleeves***
(Contact: Evan Toulon, #6316)

- Reminder: DORAL Sleeves available for order in SMS:

#543842 2 Pk (Assemb) Sleeves (60/SKU)
#543821 2 Pk (Flat) Sleeves (900/SKU)
#543845 3 Pk (Assemb) Sleeves (60/SKU)
#543830 3 Pk (Flat) Sleeves (900/SKU)
#543851 5 Pk (Assemb) Sleeves (30/SKU)

- UPCs printed on sleeves:

12300-23855 (2 Pk)
12300-23856 (3 Pk)
12300-25375 (5 Pk)

SMS

➡ ***DORAL Repacks Availability-New Graphics***
(Contact: Linda Haynes, #2234)

Item #	Item Description	Avail. Date
545480	DOR NF85 REPACK	6/22
545492	DOR FF85 REPACK	6/15
545501	DOR FF100 REPACK	Avail
545510	DOR L85 REPACK	Avail
545522	DOR L100 REPACK	Avail
545531	DOR UL85 REPACK	6/22
545540	DOR UL100 REPACK	6/15
545552	DOR FFM85 REPACK	Avail
545561	DOR FFM100 REPACK	6/22
545570	DOR LM85 REPACK	Avail
545582	DOR LM100 REPACK	Avail
545591	DOR FF83B REPACK	Avail
545600	DOR L83B REPACK	Avail
545612	DOR FF100B REPACK	6/15
545621	DOR L100B REPACK	6/15
545630	DOR FFMB REPACK	6/15

SYSTEMS

➡ ***Draft Error Correction in TPS***
(Contact: Area Finance Managers)

- When drafts are corrected in TPS, either from "Drafts in Pending Status" report or the "Drafts that Cleared Bank Not Entered in TPS," ACTIVITY SHOULD ALWAYS BE UPDATED.
  - Some activity may appear in SIS; however, when draft is corrected in TPS, activity in SIS is overridden and IS NOT DOUBLE PLACED.
- PLEASE DO NOT USE FUNCTION M72 TO UPDATE ACTIVITY UNLESS MAKING PAYMENT TO A DIRECT ACCOUNT FOR PRODUCT GOING TO AN INDIRECT ACCOUNT.
  - Example: Correction Institution
- Any other usage of M72 to update activity should be discussed with your Area Finance Manager, PRIOR to updating any activity.

OTHER

➡ ***Vehicles***
(Contact: Jan Faries, #3044)

- Car Master System
  - Enhancements have been made to Car Master System for PHH to automatically update new vehicle serial number (VIN) and license plate information.
  - ROU will no longer have to enter this information in Function 8, under Access New Vehicles.
  - To further streamline process, ROU should assign driver to new vehicle when dealership notifies that vehicle is ready for delivery.
  - Do not wait for written or verbal confirmation from driver that he/she has actually taken delivery.
  - If a driver does not pickup new vehicle, PHH will notify Fleet.
- All Wheel Drive Astro Vans
  - Chevrolet did not offer option to delete third seat on 1998 Astro all wheel drive vans.
  - The unattached third seat has been shipped in the van.
  - Should be stored by driver until time of trade in at which time it should be placed back into van unattached.
- PHH Maintenance Service Cards
  - Drivers should request replacement of lost/stolen PHH Maintenance Cards from ROU.
  - ROU should fill out and fax to PHH Lost/Stolen Service Card Reorder Form (found under Miscellaneous-Vehicles in F3Fill).

Lori
Don't worry about Scott!
Lori, Our RR's - IF necessary destroy
Should Receive,
thanks,
Bill

51844 7147

Follow up w/ Bill - he will discuss at meeting w/o 6/22 in W-S.

NO INFO - all RR's rec'd hard copy 6/18

Source: https://www.industrydocuments.ucsf.edu/docs/mspy0000